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SENSITIVE
SIPDIS
DEPARTMENT FOR PM/DTCC - BLUE LANTERN COORDINATOR

E.O. 12958: N/A
TAGS: [ETTC](#) [KOMC](#) [AE](#)
SUBJECT: Blue Lantern: Pre-License Check on Licenses 050209916 and 050209922 (Claremont Aviation)

REF: STATE 6241

¶11. (SBU) Poloff conducted a Blue Lantern pre-license end-use check with Claremont Aviation CEO Mahmood Rattansi and Claremont Aviation Vice President Manny Gamboa on January 27 as requested in reftel. Claremont Aviation was previously "Claremont Real Estate." Rattansi changed the name of the company to "Claremont Aviation" fourth quarter 2009 when he decided to change his business because the real estate market was not profitable. Poloff observed that the office sign is still "Claremont Real Estate."

¶12. (U) Rattansi hired Gamboa to handle the operational side of the business as he is an experienced supplier of spare parts and ground support equipment for commercial and military aviation. Rattansi handles the finances of the business. Currently, there are five employees. Claremont Aviation does not have a warehouse because it does not yet have the proper license from the UAE General Civil Aviation Authority (GCAA). Without this license, Claremont can only function as a broker and cannot do business within the UAE where equipment is being stored or moving in, out, and within the country.

¶13. (U) Ninety-five percent of Claremont's suppliers are from the U.S. Claremont only deals with suppliers with Federal Aviation Authority (FAA) accreditation. Its main customers are in Saudi Arabia and soon the UAE and Jordan. All items are sent directly from the manufacturer to the client via Federal Express. The customer notifies Claremont by e-mail upon receipt of the equipment and Gamboa prepares the invoice for payment. Gamboa tracks the product on FedEx's website.

¶14. (SBU) Gamboa explained to Poloff that the equipment for the Royal Saudi Air Force (RSAF) is received by Al Salam, a maintenance, repair, and overhaul (MRO) company. Al Salam is contracted by the RSAF. The MRO receives the parts on behalf of RSAF and installs them on the specified RSAF aircraft indicated during time of the order. Claremont Aviation deals with the MRO and not the RSAF. Poloff received a copy of the purchase order for Al Salam Aircraft Company.

¶15. (SBU) Claremont was unable to provide a purchase order for the UAE Air Force because Claremont has not received any orders from Abu Dhabi Aircraft Technologies, a MRO, because Claremont needs its GCAA license. Rattani explained to Poloff that Claremont Aviation applied early for the license while waiting for its GCAA license. He submitted a letter of intent to supply to the UAE Air Force for the next four years and hopes to start working with them upon

receiving their GCAA license.

¶6. (SBU) Given Claremont's statement that it has no current contract with the UAE Armed Forces, the Mission could not confirm the latter's intent to purchase U.S. equipment from Claremont.

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